

## Message Text

UNCLASSIFIED

PAGE 01 KUWAIT 04941 101500Z  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 /019 W  
-----075474 101509Z /46

P R 101337Z SEP 78  
FM AMEMBASSY KUWAIT  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 1784

UNCLAS KUWAIT 4941

DEPT. FOR NEA/ARP

E.O. 11652: N/A  
TAGS: BEXP, KU  
SUBJECT: TENDER FOR EQUIPMENT FOR KUWAIT'S HOSPITALS

REF: (A) USDOC 15651, (B) KUWAIT 2510.

1. IN CONVERSATION WITH EMBOFF, FRIESEN INTERNATIONAL REP, CONSULTANT TO MINISTRY OF PUBLIC HEALTH (MOPH), ON THE HOSPITALS PROJECT DENIED THAT BONDING AND PAYMENT TERMS WERE EXCEPTIONALLY ONEROUS BY KUWAIT STANDARDS. HE MAINTAINED THAT PROVISIONS WERE ESSENTIALLY "BOILERPLATE."

2. WE HAVE MADE REPEATED APPROACHES TO VARIOUS GOK MINISTRIES AND CENTRAL TENDER COMMITTEE (CTC) IN RECENT PAST TO ENCOURAGE A REEVALUATION OF KUWAIT TENDER REQUIREMENTS WITHOUT SUCCESS. STOCK GOK REPLY IS "OTHERS, I.E. JAPANESE, GERMANS, ETC., FIND WAYS TO MEET TERMS OF TENDERS.....IT IS UP TO YOUR COMPANIES TO ADAPT TO STANDARD GOK TERMS AND CONDITIONS."

3. FYI: FRIESEN INT'L TOLD EMBOFF THEY FOUGHT HARD FOR EASIER BONDING AND PAYMENT CONDITIONS FOR THIS TENDER BUT THEIR SUGGESTIONS WERE NOT TAKEN BY MOPH AND CTC.

4. IN LIGHT OF GOK'S UNCOMPROMISING ATTITUDE TOWARDS  
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MODIFYING BONDING AND PAYMENT CONDITIONS AS SET OUT IN GENERAL TENDER CONDITIONS, WE BELIEVE AN APPROACH TO MOPH OR CTC NOW IS UNLIKELY TO PROVE FRUITFUL.

5. COMMENT: REF A IS THE LATEST IN A SERIES OF CABLES CONCERNING THE HOSPITALS PROJECT. OFTEN THE INTERESTED U.S. COMPANY IS NOT IDENTIFIED. WE REQUEST THAT U.S.

COMPANIES REQUESTING EMBASSY ASSISTANCE IN THE FUTURE  
IDENTIFY THEMSELVES AS THIS GREATLY FACILITATES OUR  
ASSISTANCE. IF A U.S. COMPANY DESIRES US TO KEEP  
ITS NAME CONFIDENTIAL, OF COURSE, WE WILL COMPLY.  
MAESTRONE

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Draft Date:** 10 sep 1978  
**Decaption Date:** 01 jan 1960  
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**Disposition Action:** n/a  
**Disposition Approved on Date:**  
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**Disposition Comment:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
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**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
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**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014